



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT

12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

www.co.fairfax.va.us/dpsm

V I R G I N I A

Telephone: (703) 324-3201 Fax: (703) 324-3228 TTY 1-800-828-1140

Date: August 1, 2003

ADDENDUM NO. 5

TO ALL PROSPECTIVE OFFERORS:

SUBJECT: REQUEST FOR PROPOSAL: RFP03-655236-16

FOR: Design & Implementation of the Institutional Network Architecture (I-Net)

DATE OF CLOSING: August 14, 2003

TIME OF CLOSING: 3:00 p.m.

The subject request for proposal is amended as follows:

1. The date and time have been **changed** from August 14, 2003 at 3:00 p.m. to September 4, 2003 at 3:00 p.m.
2. The following are clarifications to the solicitations:
 - **DESIGN SCHEMATIC** – (2.8.2) Reference the pre-award design schematic – This design schematic is a conceptual, high level graphical design with executive summary to include but not limited to major components with core transport technologies for the delivery of cable TV services, data, voice, and video.
 - **SUBMISSIONS** – All submissions, designs, and all other deliverables become the sole property of the County of Fairfax.
 - **IMPLEMENTATION** - Contractor will manage and support INet until award of management and maintenance.
 - **APPENDIX I, Page I-20** - Out of 225 small County Government sites listed, only 125 sites are connected to the INet.

3. The following are corrections:

- Replace the second paragraph of Section 1.0 with the following paragraph:

The County is interested in obtaining a detailed network design and full implementation. The County reserves the right to award the contract for the design and implementation to one vendor or award the contract for the design only and use the result and/or design to solicit proposals to obtain a vendor for the implementation. In addition, such as maintenance and support and support and administration, may be solicited separately. The design will encompass voice, video and data technologies. The design is expected to cover, in great detail, equipment requirements and specifications, backbone and distribution technology, life cycle expectancies, system configuration, and network security for video, data, and voice. The design will take into account scalability, remote monitoring and access, protocols, failover and redundant links, and videoconferencing in addition to future technologies. The design will also be used to build separate but paralleled systems by County townships: Towns' of Vienna, Herndon and Clifton. The design may be used and implemented by the separate cities of Fairfax and Falls Church.

- In paragraph 3.6, delete the 8th paragraph and replace it with the following:

Changes in cost for subsequent twelve-month periods will be based on the Consumer Price Index (CPI-U), Table 10, Selected Local Areas, Washington, DC-MD-VA.

- Section 13.1, Change first sentence to read as follows:

The contractor **shall** train county personnel on the I-Net system as required by the County.

- Addendum 3 correction of label Q17 should be Q27.
- Is Tivoli the only Network Management Systems (NMS) used in the current architecture that any proposed NMS would have to interoperate with?

The County also uses Computer Associates Unicenter, IP Sentry, HP OPENVIEW, SOLAR WIND and CISCOWORKS

- Will the County provide a current network typography and a detailed list of current equipment and its specific locations to the proposed bidders? If so, when? If not, are site surveys to be scheduled before the bid due date?

The Schools uses:

Routers

Cisco 3640

Switches

HP 1600

224

3Com SuperStack

LinkBuilder

Bay Networks	350T
	28200
SynOptics	2803
	2813
Nortel	450-24T
Cisco	3500

The County uses:

Routers

Cisco	1600
	2500
	2600

Switches

Cisco	1900
	2900
	4000
	6500

4. Enclosed is the revised Appendix F. Replace all other reference to Appendix F with the enclosed.
5. Attached are the additional questions and answers:
6. All other terms and conditions remain unchanged.



for Cathy A. Muse, CPPO
Director/County Purchasing Agent

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Signature

Date

Name of Firm

A SIGNED COPY MUST BE RETURNED PRIOR TO DATE/TIME OF CLOSING OR MUST ACCOMPANY PROPOSAL.

QUESTIONS AND ANSWERS

Q1) Page 11, Section 10. Please clarify: Section 10.1.1 does not address a training plan. Please provide format if required.

A1) Error. The correct Sections are 13.0 – 13.1.6.

Q2) Page 28, Sections 6.5.1 and 6.5.2. This question relates to question number 4 above. It appears the implementation plan is a deliverable required after contract award. Please clarify the nature of this plan, and how it relates to the project plan discussed elsewhere in the RFP.

A2) The Implementation Plan will provide scheduling of the cutover to the INet fiber. The plan will disclose the site to be cutover, time of cutover and duration of cutover. The plan will ensure minimal service disruption to employees and the sites that are affected.

Q3) How do we interpret the Intranet/Internet usage tables in page I-16 (for FCG) and J-15 (for FCPS)? Is this the line rate required, peak usage, or average usage?

A3) The tables describe projected average throughput requirements to accommodate the traffic.

Q4) For traffic aggregation at the hub sites, what concentration factor (if any) should be applied to reflect average data usage from the nodes?

A4) The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.

Q5) Scope. What is meant by the statement that: The design will be used to build separate but paralleled systems by County townships? Does it mean each of the townships will have their own optical backbone, or they will share the optical backbone, but will have separate layer 2+ networks?
If each township has their own optical network, will they share the fiber strands?

A5) Each township will have their own dedicated fiber network that may patch into the County network.

Q6) Overview

Is it safe to assume that layer 2 will be ATM?

A6) No. The Offeror will design based on a best solution.

Q7) Point of Contact

What is the intent of the note, "All offerors should note the design developed by Cisco in June 2000".

A7) To fully disclose all information of past efforts to all the participating parties.

Q8) Revisions. Are there any revisions?

A8) All revisions will be posted.

Q9) 5.7.1 Voice and Data. Is there any plan to integrate the voice and Data networks? If so, any timeframes? Is there any plan to migrate from IPX/SPX and SNA/3270 protocols? If so, any timeframes? Is there plan to migrate to VOIP?

A9) *There are no set plans to migrate fully into converged voice and data or VoIP. IPX/SPX is being phased out. There are no plans to eliminate the SNA network.*

Q10) 6.3 Design Objectives Need clarification to the statement "The design will incorporate, in priority, video, data, and voice signals....."? Does it mean video will be the first service that will go on this new network. Also what is the timeframe for the various services migration to I-Net.

A10) *Correct. The typical cutover of signals will be in the order of cable TV services, data, video and voice. The only service under a time constriction is video. The County will have two (2) years from the time of completion of the fiber installation to get all County originated cable TV services onto the INet. The projected fiber installation completion time is estimated in fall 2003.*

Q11) 6.3.1 Concept and exploration phase. Does the County have a timeline for each of the phases? If so what are those timeframes?

A11) *These timeframes are a requirement of the Offeror.*

Q12) 6.5 Institutional Network Infrastructure Requirements Video signals can have dedicated pair of fiber optic strands. Does it mean the County will entertain service-specific network layers?

A12) *It will be up to the Offeror to provide the best solution for the INet. The cable TV services must be able to be viewed at all sites on the TV's using the current coaxial building infrastructure.*

Q13) Referring to Appendices G and H, do the 21 listed hub sites act as a Point of Presence (POP) that the sites collapse to before being connected upstream to their respective 7 core sites?

A13) *All sites have direct fiber link back to one of seven corresponding INet hub sites.*

Q14) Can we obtain the list of Cities to associate with these Site Names? For instance, Appendix H shows Herndon connecting to Dranesville, Vienna connecting to Tysons corner, and Fairfax connecting to Merrifield.

A14) *Some sites can not be publicly listed do to the sensitivity of their respective operations and all townships and city fiber are physically configured to only one hub site. All address will be given to the Contractor.*

Q15) In Appendix G, New Generation was listed twice. Was this intentional?

A15) *Yes, There may be more than one service location for some County services.*

Q16) What is/are the name(s) of the major vendor(s) being utilized by Fairfax County for your current broadcast video, video on demand, and video teleconferencing?

A16) This information is not necessary and will be passed on to the Contractor.

Q17) In Appendix E, under Staff Turnover Information, you ask for percentages for 1999, 1998, 1997, and 1996. Do you really want percentages for those years or for the past 4 years; i.e., 2002, 2001, 2000, and 1999?

A17) Correct. The table headers should read in the respective columns (from right to left) 1999, 2000, 2001, 2002.

Q18) You mention in the overview that, each IT group is in the process of implementing the ATM Wide Area Network (WAN), and in Sec 5.1 you mention that FCPS has replaced its SMDS WAN with an ATM WAN infrastructure, has that been accomplished? and can we get some details on the ATM Network?

A18) FCPS is completed. Most sites on the ATM network will be on the INet. The INet will replace the ATM. The Contractor will receive all necessary information concerning existing network configurations.

Q19) Section 5.1.1 you mention that "The County networks support an excess of 70,000 nodes" could you please define your concept of node?

A19) A node refers to an end user.

Q20) 5.7.2 Describes transmission of audio and video **feeds** from County Helicopter over microwave transmission to the Public Safety Center receiver to the DOC over the ICN. Assuming that this will transition to the new ICN, what are the characteristics of this signal and what are the specifications on interfaces to the system?

A20) This information is not necessary for the logical design. This information will be passed onto the Contractor.

Q21) What type of power is available at main hub sites?

A21) This information is not necessary for the logical design. This information will be passed onto the Contractor.

Q22) Is their rack space at the current hub sites or will the vendor need to provide racks?

A22) This information is not necessary for the RFP response. This information will be passed onto the Contractor.

Q23) In Sec 6.5.1., you mention, "A single line schematic diagram shall be drafted for interpretation of the system requirements", can you please explain what you mean by single line.

A23) This section involves post award activities and is not necessary for the RFP response. Refer to clarifications.

Q24) 6.8.5 indicates that equipment must be intelligent hubs/switches for the wiring closet as the physical integration point. At the bidders conference, it was suggested that offerors should price the hub equipment and first connecting CPE. Is the CPE constrained to be the aforementioned intelligent hubs/switches?

A24) *This section involves post award activities and is not necessary for the RFP response. Refer to clarifications.*

Q25) 6.8.6 indicates that all equipment must provide per port switching to the desktops. This seems to be a requirement on closet switches versus MAN backbone and first connecting CPE. To which equipment does this requirement apply?

A25) *This section involves post award activities and is not necessary for the RFP response. Refer to clarifications.*

Q26) The RFP stipulates that bidders must have a currently staffed and operational NOC. Is it the intent of the County to outsource management of the INET from this NOC? Does the County intend to transition management of legacy networks to this NOC?

A26) *It is the intent of the County to ensure proper network operations of the INet during the implementation phase by the contractor's NOC. Once the INet is fully functional, and a management service has been chosen, the contractor's NOC may not be necessary. Legacy networks stays with the current County vendors.*

Q27) If the NOC is to be used for management of the backbone, does the County expect an interface from this management system back to the Tivoli system operated by the County?

A27) *Yes, however, this will be developed with the contractor.*

Q28) The diagram provided in the appendix seems to indicate all end sites (schools, police and fire stations, county buildings) will have fiber connectivity. Is this the case or will the connectivity to the hub sites include leased lines (e.g. T1, DS3, OC-3)?

A28) *All sites have direct fiber link back to one of seven corresponding INet hub sites. Offerors may designate other service provider circuits if their design requires such services.*

Q29) Network Management Services. Section 1.0 Scope of Contract/Introduction – The proposed design will also be used to build separate but paralleled systems for three of Fairfax County Townships.

Taking the issue of network management further, would each of these townships also have their own centralized management system?

A29) *Yes. The County will not be responsible for the other townships network management.*

Q30) Would Fairfax County entertain a vendor-provided remote network management solution/service?

A30) *The design is open to all solutions based on industry standards.*

Q31) If so, for reasons of economy, can the remote network management system proposed be shared across all entities and operated as one network but segmented appropriately?

A31) *The design is open to all solutions based on industry standards.*

Q32) Section 1.1 Overview – Fairfax County has two information technology groups (FCDIT and PSDIT) whereas each operates and maintains their current systems independently from the other. Given this RFP is seeking a single network topology across both Government and School environs, would there only be one entity responsible for operating and maintaining this new network post installation/turn-up? If so, then who?

Or, would each IT group have their own primary point of contact and/or require each a centralized management system?

A32) *A final decision has not been made on the management of the INet.*

Q33) Section 1.1 Overview – For video services Fairfax County has a Communications Productions Division (CPD). Does this Division operate and maintain their specific ICN system? If not, then who? (Cox Communications?)

A33) *This information is not necessary for the RFP response. Cox Communications maintains the outside cable plant for the ICN.*

Q34) Section 13.1.6 Staff Training – Please clarify what the 20 people will do for Level 1 support?

A34) *The County currently has a demanding technical effort to support throughout the County (i.e. help desk, desktop, local and wide area network). This requirement involves logging and support of network issues, troubleshooting and maintenance.*

Q35) May substitute pricing schedules be submitted which contain the required information in principally the same format? This would allow for generation of the required price data from our automated pricing program. Reducing the transcription of the data greatly reduces the chance of mathematical and entry errors.

A35) *Yes. As long as it is intuitive and clear.*

Q36) Appendix F - Please define what is requested by 'Device Type'. Does this refer to Router vs. Hub vs. Switch, etc. Please clarify?

A36) *Yes. The generic name of the equipment*

Q37) Appendix F - Please clarify what is requested in the field 'Personnel Level'. Are there predefined levels. If so, what are they?

A37) *The 'personnel level' is a ranking within each offerors company. There are no predefined levels by the County.*

Q38) Reference Schedule B – Proposal Signature Cover Letter page, under Miscellaneous Requirements - Please clarify the following Statement: "Discount for payment within twenty (3) days"?

A38) *Error. The number written out is correct. The actual number should be 20, not 3.*

Q39) Will the independent City and Township government channels be limited in their broadcast to the geographic areas served by the closest Cox headend? For example - will channel 23 (Town of Herndon) only be broadcast from the Dranesville headend as to make this bandwidth available for use elsewhere in the County?

A39) No, there are independent PEG fibers for the delivery of township video to Cox' headend.

Q40) Are we to assume network core and T-1 connection at all 390 remote sites for network planning and cost estimation?

A40) Refer to Appendix I-1 and table on page I-20 for County and Appendix J-14 and J-15 for Schools (APPENDIX I, PAGE I-20 – Out of 225 small County Government sites listed, only 125 sites are connected to the INet.)

Q41) Please provide any available high-level diagrams of the existing network(s)?

A41) A topology of the existing network and site survey data will be given to the successful Offeror.

Q42) The County is requesting bidders to provide rates by skill level as outlined in Section 7 and in Appendix F of the RFP. Could the County provide either a position description or a capabilities description to ensure vendors all match the skill levels uniformly?

A42) These The 'personnel level' is a ranking within each Offerors company. There are no predefined levels by the County.

Q43) Section 4.4 of the RFP states "The license granted through these specifications shall include, in addition to its description herein or in any documents furnished to the County, any improvements, additions or modifications of the version or versions of the software which the Offeror licenses to the County" - Is it the understanding of the County that upgrades or modifications to software which require a new license will not be included?

A43) Yes, the County understands that a new version is not included, but can be purchased at an additional cost.

Q44) It is our understanding that the schools LAN are Ethernet and interfacing to the WAN by T1. What would be the challenge to change the T1 interface to a 10/100 Ethernet connection? Would it be purchasing a module?

A44) This information is not necessary for the RFP response. This information will be passed onto the Contractor.

Q45) Please define "demarc".

A45) The demarcation is a location describing the end point of the specified service. In the INet case, it will be the first piece of active equipment at the site that delivers the signals.

Q46) Does the "3" in Appendix C have any special significance.

A46) Error. The inserted checkmark in the original document did not transfer to the PDF file. For the Table of Conformance, all boxes with a "3" in them should be considered as a checkmark.

Q47) Are the numbers in the Table of Conformance correct.
They do not match proposal.

A47) Error. Due to PDF conversion, the page listing in the Table of Conformance should be ignored and reference the section number from the table.

Q48) Who has responsibility to repair fiber breaks? Is the cost to repair the fiber borne by the Bidder or the County? Does fiber breaks count against the service level agreement specified in Section 6.8.2?

A48) This information is not necessary for the RFP response. This information will be passed onto the Contractor.

Q49) Page 9, Project Plan section. Please clarify where in the proposal preparation instructions, pages 10-13, the project plan is described and required to be submitted. Please differentiate the format of this project plan, from the implementation plan described elsewhere in the RFP.

A49) This project plan described on page 9 should parallel the Design Schematic. The Implementation Plan is the methodology and processes to implement the design.

Q50) Page 10, Cover Letter. Please clarify whether the Government desires appendices B and C to be included in this section, as they are not called out elsewhere in the proposal preparation instructions.

A50) Please include appendix B in the Business Proposal and appendix C in the Technical Proposal.

Q51) Page 10, Section 6. Please clarify where cost and percentage discount information should be provided...Appendix D appears to be 'Services and Support'. We presume this should read Appendix F.

A51) ERROR. This should read Appendix F. Refer to revised Appendix F in this Addendum.

Q52) Page 11, Section 2.8.3. Please clarify where in Appendix F "adequate backup detail to verify the proposed fee" should be included. Appendix B does not appear to have a section for this. Also, please identify the Government's requirements or specification for "adequate backup detail" so that bidders may provide the correct level of information.

A52) Fill out all appropriate forms and attach all supporting documentation in with Appendix F to supporting project proposal. Refer to revised Appendix F in this Addendum.

Q53) For E.1) and E.2), please clarify what the Government means by the requirement "for purchase of the hardware and software from the vendor(s) DIRECTLY". Is the intention that bidders will provide hardware and software pricing, and the Government will bypass bidders to procure directly from hardware and software vendors identified? If not, please clarify the intention and meaning of this statement.

A53) All quotes will be based on the Offeror's price to the County for purchase and / or lease from the Offeror.

Q54) 6.13 Network Management. Can the County provide more details about the Tivoli product and any other network management systems that they have? Also what applications are being supported by these systems? Is there a NOC to manage the current County network? If not is there a plan to build a NOC as part of the I-Net?

A54) *The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.*

Q55) Appendices D and E are located in the technical proposal section and request pricing information. We understand the County's bid instructions require that all pricing information be excluded from the technical proposal. How should we proceed?

A55) *Supply all information in Appendix D and E.*

Q56) What are the Government Centers circuits (i.e. two OC48 that connect to all other locations, or is H-1 for future only?)

A56) *Refer to Appendix I-1. (APPENDIX I, PAGE I-20 – Out of 225 small County Government sites listed, only 125 sites are connected to the INet.)*

Q57) How many locations will the fiber from Cox be run to and on what schedule? (392? Or 700+?)

A57) *The fiber will be run to 390 locations.*

Q58) Does INET cover all school and county facilities or only the 390 or 700 sites served by fiber?

A58) *Most of the School sites are on the INet and approximately half of the County sites are on the INet.*

Q59) What is the relationship between the INET RFP and the RFP for cabling services (IFB 03-660947-39)?

A59) *None.*

Q60) We need to acquire information (topology & drawings, private virtual circuit layout and listing with bandwidth information) for the current Verizon ATM network?

A60) *A topology of the existing network and site survey data will be given to the successful Offeror.*

Q61) Will all non-hub node sites be connected by point-to-point links (i.e. 6 strands of fiber directly connecting each site to the hubs) or are they actually connected in a ring or series of rings?

A61) *All sites have direct fiber link back to one of seven corresponding INet hub sites. Offerors may designate other service provider circuits if their design requires such services. Refer to Appendix H for a visual depiction.*

Q62) What are the three sites mentioned in the RFP that will be connected with 12 strands of fiber?

A62) *Actually there will be 5 sites, Fairfax County Government Center, Chapel Square, Wilton Woods, Massey Building and EOC 911 Center.*

Q63) What sites now have VoIP?

A63) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q64) How is VoIP deployed at those sites currently using VoIP? Is it confined to a single site? Does it span multiple sites?

A64) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q65) What type of connectivity is used now to connect to the Cox head end?

A65) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q66) What video production equipment is currently used by FCG and FCPS and what type of signal is transmitted to COX head end and how is it transmitted?

A66) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q67) Is the function of the depicted Cox HSN at each of the HUB sites meant to get the signal from Cox for redistribution to sites connected to that HUB?

A67) The HSN has no involvement with the INet.

Q68) Are there any changes planned to the existing Video Production Equipment of FCG and FCPS?

A68) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q69) Where are the Television Production facilities located (at which sites) for the county government (FCG) and for the schools (FPS)?

A69) All facilities are potential production sites. The headends are located at Fairfax County Government Center for the County Government and Chapel Square for Schools.

Q70) Will any COX channels have to be provided through the INET to facilities connected to the network and do they have to be "mixed" with FCG and FCPS "stations" and be distributed over the existing building video infrastructures?

A70) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q71) Will COX provided stations be connected directly from the HSN into the facilities that are subscribers and have to be mixed with services provided over the INET (i.e. the 5 FCG and FCPS stations) at the locations?

A71) Cox may continue to transmit their services over their own infrastructure to each site.

Q72) Are caption services for the FCG and FCPS stations outside of the scope of this RFP?

A72) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q73) Does every site have to have video?

A73) Yes, every site listed on the INET must have video services.

Q74) Fairfax County, at the bidder conference, stated that we should assume an average of 14 splices and a dB loss of 6 dB. Is that dB loss per splice or per span?

A74) Per span.

Q75) Is it a true statement that the responses to this RFP should be limited to the I-Net infrastructure including the core network including the seven HUB locations and whatever edge devices or interfaces are required to deliver network services of video, data and VoIP services to the individual existing facilities throughout the network and will not include devices or configuration of LANs in these facilities except as required to connect to the I-Net infrastructure?

A75) Correct, with the exception of VoIP which is not a requirement and should be voice services.

Q76) Section 6.3 of the RFP states, "Equipment specifications shall be written per the Construction Specifications Institute (CSI) format, MasterSpec." We need a copy of this specifications format. Does this refer only to the CSI Section 16722 (Intercommunications Equipment) format? If not, what format does it refer to.

A76) Copies of CSI MasterSpec's can be purchased through CSI's web page at www.csinet.org. Sections 16400, 16600 and 16700 are the sections to be used.

Q77) Section 6.3 of the RFP states, "Every aspect of the design must accommodate, on a single I-Net network, the unique requirements of Fairfax County Government and Fairfax County Public Schools as it relates to network policies, security policies, and network services to include, but not limited to, video, voice, and data." We would like copies of these network and security policies and any requirements documents for the County Government and the County Public Schools.

A77) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q78) We would like to understand the current and proposed make up of the "I-Net team" including names, position titles and organizations represented. In addition, we would like to receive any documentation of the team's mission and scope of responsibility.

A78) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q79) In order to determine bandwidth and interface requirements in the I-Net, we need the Fairfax County Government to provide us with the following information on each site connecting to the network

-Edge device type and model and the interface type and bandwidth used to connect to the current WAN.

-Number of data connections in the location.

-Number of voice connections in the location.

-Number of video connections in the location.

A79) Refer to Appendix I for the County Government and Appendix J for Schools. Further information provided after award of the contract.

Q80) Section 6.5 states, "Non-OEM equipment, hardware and software, will not be considered for the final design solution for the I-Net." We need more specific information about what is meant by this sentence. An example would be nice.

A80) All equipment and solutions must be based on industry standards. We are not looking equipment or solutions that have a proprietary nature. Any equipment or software proposed should not be modified outside of the original equipment manufacture specifications.

Q81) 7. Is it anticipated that the Offerer needs to propose a solution for the transmission and broadcasting of video across the I-Net fabric, or is the construction of a flexible infrastructure to allow multiple options to the FCG and FCPS the requirement?

A81) It is necessary to broadcast video over the INet, but the County is also interested in other forms of transmission as well.

Q82) Page 20, Section 5.7.1.D.1.d – What disaster recovery services are provided by a 3rd party in Philadelphia, PA over the mentioned circuits (2 T1s for FCG and 1 OC-3 for FCPS)?

A82) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q83) Page I-6, Section B - Is a video conferencing reflector currently in use? If so, what protocols does it support and what protocols is it using?

A83) The County utilizes point-to-point and would prefer the capability of multipoint videoconferencing. Any further information is not necessary for the RFP response.

Q84) Will the county please provide more information on the current ATM and /or Gigabit Ethernet backbones (MAN or WAN) in use today by FCG and FCPS?

A84) This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q85) How much oversubscription is in the current network.

A85) Approximately 40-50% is oversubscribed.

Q86) The requirements that are restated numerous times within the RFP call for support and transport of video, data and voice. Does this imply that the network needs to be engineered to transport existing TDM voice services?

A86) Yes The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.

Q87) The RFP states in several places that the I-Net must support the transport of ATM signals and circuit emulation services. Does this mean that the I-Net backbone must include an ATM switching fabric?

A87) The Offeror needs to design for a fully functional, stand alone fiber optic network. County support of the ATM is only temporary until all sites on the ATM WAN are cutover to the INet.

Q88) We would like information on the Set Top Boxes (STBs) used. Are they the of Cox? Will they need to be replaced?

A88) The set-top boxes are County property. The INet cable TV design will decide if replacement is necessary.

Q89) Are there adequate number of RJ-45 jacks in the local site infrastructures to replace the existing RJ-59 connections?

A89) The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.

Q90) Question

Appendix I provides a table indicating that there are:

3 Government Center Buildings

6 Massey Center Campus Buildings

10 Large Sites

53 Medium Sites

225 Small Sites

Page I-1 indicates that

Government Center Buildings have minimum of 2 OC-48's

Massey Buildings have minimum of 2 OC-48's

Large Sites have minimum of 2 OC-12's

Medium Sites have minimum of 2 OC-3's

Small sites have minimum of 1 OC-3

Does this mean that Government Center Buildings have a total of 3x2OC-48's for 6 Total OC-48's? Or 2 OC-48's supporting all 3 buildings?

A90) Appendix I states the Government Center campus has (2) OC48 lines.

Q91) b) Similarly for the Massey Center Campus buildings, are there a total of 6x2OC-48's for 12 Total OC-48's? Or 2 OC-48's supporting all 6 building's?

A91) Appendix I states the Massey Center Campus has (2) OC48 lines.

Q92) c) Is there information available indicated termination points for the circuits indicated? Planning of the backbone bandwidth needs requires some indication of circuit provisioning end points.

A92) Yes, but this information is not necessary for the RFP response. This information will be passed onto the contractor.

Q93) d) Is there similarly information for the FCPS (i.e. breakdown of number of Buildings and expected connection bandwidth)? Or should we plan on baseline of T1 for elementary school's and DS-3 for middle and high schools?

A93) Refer to Appendix I for the County Government and Appendix J for Schools. Further information will be provided after award of the contract.

Q94) On page 19, location and the number of users (video) is that for RF? streaming, video conferencing rooms?

A94) Video conferencing sites are IP based transmission.

Q95) What are the primary sites for up stream transmission.

A95) All sites should be considered as primary video transmission sites.

Q96) How many desk top video users, at what speeds

A96) Presently, the number of desktop video users is small.

Q97) Who is responsible for the helicopter feed? or do you plan on taking the feed from what location and back feeding it?

A97) This information is not necessary for the logical design. This information will be passed onto the Contractor.

Q98) What type of redundancy?

A98) The Offeror should design based on best solution.

Q99) How does COX Communications want us to design and implement the video network that you desire? What type of equipment are they utilizing or does COX want us to utilize for the future? Our dedicated video engineer for this project will have to work with them somehow.

A99) This network is a County network and Cox Communications has no input to the design.

Q100) Form DPSM32 requires entry of the VA State Contractor's License Number. Is a valid license number from any member of the offeror's team acceptable for this entry?

A100) Must be the prime contractor.

Q101) Special Provisions paragraph 2.2 indicates that the County originally intended to implement a design developed by Cisco in June 2000, but that the I-Net construction has been delayed.

Is the Cisco design available for review to a level that includes quantities, model numbers, locations, and configurations of hub and user sites?

A101) The Cisco design will not be available. The new design should be based on the installed fiber optic MAN.

Q102) What is the status of the implementation of the Cisco design, to include Cisco and non-Cisco equipment and software?

A102) *The Cisco design has not been nor will it be implemented. Design may include other vendors, as well.*

Q103) What is the status of the I-Net construction, to include fiber locations and equipment installed?

A103) *The installation of the fiber should be completed by the end of Fall 2003. The equipment installed will be based on the Contractors design.*

Q104) Is an I-Net equipment list available showing all I-Net equipment currently installed by location?

A104) *There is no equipment installed for the INet.*

Q105) Who will be responsible for the maintenance and operation of non-County owned I-Net equipment and existing County owned I-Net equipment?

A105) *No decision has been made concerning maintenance.*

Q106) Please provide a detailed description of the existing I-Net network management systems to include

A106) *There is no existing INet network management system. Refer Section 6.13 for requirements.*

Q107) Special Provisions paragraph 2.8.3.E.1 requires hardware components to broken down into a cost per port; however, Appendix F Pricing Form for hardware requires hardware in a cost per unit. Please clarify.

A107) *Cost per port is not required. Refer to revised Appendix F in this Addendum.*

Q108) Special Provisions paragraph 3.8 Performance Bonding states a requirement for a performance bond. Are other forms of surety acceptable in lieu of a performance bond, and if so what are they? Would a letter of credit be acceptable?

A108) *Only a performance bond is acceptable.*

Q109) Appendix B page B-6 and Appendix F page F-2 state a miscellaneous requirement "Discount for payment within twenty (3) days?" Please clarify the number of days.

A109) *Error. The number written out is correct. The actual number should be 20, not 3.*

Q110) Appendix F Pricing Forms requires Design Costs for each phase. Should the prices proposed be based on design work for all sites as listed in Appendix G, on a per site basis, or by some other method?

A110) *The Offeror should base pricing per phase per entire project based on your proposed Design Schematic.*

Q111) Please clarify the County's intent for the "Design Costs" and "Installation Costs" required in the Appendix F Pricing Forms. There appears to be an inconsistency between what should be included in the forms in Appendix F and the related descriptions in Section 6, as follows:

Appendix F groups the following phases as follows:

Design Costs

Concept and Exploration Phase

Pre-Design Phase

Engineering and Development Phase

Pre-Implementation Phase

Implementation Phase

Installation Costs

However, section 6 lists the "Design Objectives" separate from "Implementation Objectives" as follows:

Design Objectives:

Concept and Exploration Phase

Pre-Design Phase

Engineering and Development Phase

Implementation Objectives:

Pre-Implementation Phase

Implementation Phase

Because section 6 states that installation is part of the implementation (refer to 6.5.2, Implementation Deliverables), how do the "Pre-Implementation Phase" and "Implementation Phase" costs required in Appendix F "Design Costs" (page F-7) differ from the Appendix F "Installation Costs" (page F-8)?

A111) *Appendix F has been modified with revised pricing forms included in this Addendum. The Offeror should base pricing per phase per entire project based on your proposed Design Schematic.*

Q112) Appendix F Pricing Forms requires Installation Costs for the production network. Should the prices proposed be based on installation work for all sites as listed in Appendix G, on a per site basis, or by some other method?

A112) *The Offeror should base pricing per phase per entire project based on your proposed Design Schematic.*

Q113) Appendix I lists several phases for "Production" (page I-3), "Video Teleconferencing Centers" (page I-4), "County/Citizen Access" (page I-5), "County Employee Desktop" (page I-5), "Satellite teleconferences and telecourses" (page I-9), "Video Archive" (page I-10), "Public Safety" (page I-19). How are these phases related to the phases listed in Special Provisions Sections 6.3 and 6.4 and the phases listed in Appendix F Pricing Forms?

A113) *These are existing projects that are not directly associated with the INet project. Those phases listed in Appendix I are referring to ongoing projects outside the scope of the INet project. The list is provided to the Offerors for them to obtain an understanding of the direction the County is heading.*

Q114) Appendix I pages I-6 through I-9 lists "Year 1" associated with the years 2002 through 2006. Please provide the correct year/number relationships.

A114) Increment the number in the header "Year 1" by one (1), starting after "Year 1" up to "Year 5".

Q115) The "County Employee Desktop" section in Appendix I page I-5 indicates that the term "teleconferencing" in Phase I includes videoconferencing (video streaming) capabilities as well. This section also lists completion requirements for each phase: a pilot to be completed in Phase 1 and overall desktop teleconferencing completion in Phase 2. How do these requirements relate to the Desktop Videoconferencing tables (pages I-6 through I-8) that show continuing requirements in for years 2002 to 2006?

A115) These are existing projects that are not directly associated with the INet project. Those phases listed in Appendix I are referring to ongoing projects outside the scope of the INet project. The list is provided to the Offerors for them to obtain an understanding of the direction the County is heading.

Q116) The desktop video conferencing totals listed Appendix I pages I-6 through I-9 for each year appear to cumulative totals rather than individual totals for each year. Is that correct?

A116) These are existing projects that are not directly associated with the INet project. Those phases listed in Appendix I are referring to ongoing projects outside the scope of the INet project. The list is provided to the Offerors for them to obtain an understanding of the direction the County is heading.

Q117) The terms vendor, offerer, and contractor are used throughout this RFP; are they used interchangeably to represent the prime responder to this RFP?

A117) Refer to Appendix A for definitions. Offeror is used for one who is submitting a proposal. Vendor and Contractor refer to the awarded offeror.

Q118) Is the current backup recovery infrastructure media adequate to support future requirements?

A118) Assume This information is not necessary for the RFP response. This information will be passed onto the contractor.

Q119) Will the third party currently responsible for these duties continue providing these services?

A119) No decision has been made for maintaining the INet.

Q120) Special Provisions paragraph 2.8.3 Cost Proposal Section Instructions, item E, indicates that for the hardware and software pricing sheets, "All quotes shall include all efforts required to complete the design, installation, and maintenance of the systems." The Appendix F pricing sheets for "Design Costs" and "Installation Costs" also include efforts for design, installation, and maintenance. Please clarify the differences in costs required for these sections:

Are the hardware and software pricing sheets to include any labor or services, or are they only designed to be a priced bill of materials including only those items listed in paragraph 3.5?

A120) Appendix F has been modified with revised pricing forms included in this Addendum.

Q121) Special Provisions paragraph 6.8.2 (6) states that Hub sites, campus backbone, and workgroup switches must have 100 percent availability. Is the intent of this statement to mean 100 percent redundancy?

A121) The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.

Q122) Reference 6.8.4 page 29 Vlan Membership
Will the County and Schools maintain VLAN SEPARATION? For example, the county and the schools would not each have a Vlan 10. There would be no reoccurring vlans across the County and Schools Networks. Will the L3 or Routers or current L3 switches provide a routed port to an edge box?

A122) The bidding requirements are for logical design and, therefore, are not necessary for the bidding process. All information will be given to the Contractor.

Q123) I am working on our response to the above RFP and need clarification on one part of Appendix E. In the Staff Turnover Section of Appendix E, could you tell me how you define internal developers?

A123) Internal developers are those who are directly involved with production of services or products (i.e. project managers, designers, technicians, etc.).

Q124) Do we need to build the infrastructure (i.e. hardware including servers, switches, muxes and demuxing equipment etc.) for the transmission of voice and video in the network, or provide the basic infrastructure.

A124) In reference to the physical infrastructure, refer to Appendix H. The County is requesting a design that includes the components required to transport and manage all Government and School signals over the existing dark fiber, and not the equipment required to originate the signal.

Q125) 1. Is it anticipated that the Offerer needs to propose a solution for providing transport of TDM voice data between PBX devices within the County or Public School networks or is the construction of a flexible infrastructure to allow migration to a County and School System VoIP solution?

A125) Offeror will design based on a best solution.

Q126) 2. Are the County Government and the County Public Schools open to proceeding directly to a Voice over IP solution rather than a non-IP T-1 Trunking solution?

A126) Offeror will design based on a best solution.

Q127) 3. What, if any, Multi Access Devices (MAD) have been selected by the County and what is the level of their deployment in the network. Do they use T1 or IP technologies? (Appendix I page I-14)

A127) There has been no MAD equipment deployed as of this date.

Q128) 4. What is the status of the redesign of dial plans and migration to IP? (Appendix I page I-14)

A128) Presently, the plan is on schedule.

Q129) 5. Is it expected that the proposal will include the equipment and methods of connecting existing video services to transport them across the new MAN?

A129) Correct.

Q130) 6. Do the FCG and FCPS have any IT plans in place to put their current video on and take it off of the Optical I-Net?

A130) It will be up to the Offeror to provide the best solution for the INet. The cable TV services must be able to be viewed at all sites on the TV's using the current coaxial building infrastructure. The typical cutover of signals will be in the order of cable TV services, data, video and voice. The only service under a time constriction is video. The County will have two (2) years from the time of completion of the fiber installation to get all County originated cable TV services onto the INet. The projected fiber installation completion time is estimated in fall 2003.

Q131) Page 7, Sec. 2.7.2, Customer Base and References

"Offerors **must** also provide in an attachment to their proposal the following information about each of the aforesaid sites, forms enclosed in **Appendix F**." Appendix F contains the pricing forms. Please clarify if Appendix F is the correct reference for this section on customer information.

A131) A form has been added in Addendum 3 for Appendix E (page 17).

Q132) Page 10, 2.8.2, Section 1: Introduction

(See Appendix A and B and complete Cover Letters). We have a presence within 60 miles as per your requirement, but can we use a different company's facility to perform any lab work or test bench work if allowed by that company?

A132) As long as the lab is available throughout the entire project and that the lab is within 60 miles.

Q133) Sections 3.4 and 11.2 (A) and (N)

3.4: "The contract period may be extended for up to two (2) additional twelve (12) month periods with the consent of both the County and the Offeror, during which time additional equipment of the type and models proposed, upgrades and features may be ordered. Independent of the contract extension for the ordering of the aforesaid products, the County **shall** have the right to extend the Thirty-six (36) month maintenance period (as hereinafter provided) for up to two (2) additional twelve (12) month periods, whether or not the Offeror consents to the aforesaid product ordering extension period. The thirty-six (36) month maintenance period **shall not** be extended with any product-ordering extension unless the County specifically requests a maintenance period extension. If the County desires to so extend, the Purchasing Agent will so advise the Offeror prior to expiration of the contract, maintenance period or relevant extension period."

11.2: "After expiration of the warranty period and at the County's option, successful Offeror **shall** provide to the County maintenance, additional support and enhancements in connection with the network equipment in accordance with the following provisions:

A) A twenty-four (24) month equipment support and maintenance period shall commence on the day next following the last day of the warranty period.

N) Successful Offeror hereby grant to the County up to five (5) options to extend said equipment maintenance term, each for a period of twelve (12) months. The provisions of section 3.7 shall govern any price increase for any such extension period hereof."

Section 3.4 implies that the total number of years Offerors are to provide pricing for is five, i.e., an initial 36 month period with two 12 month options. Section 11.2 discusses a 24 month maintenance period with up to five one year options for a total of seven years. Please clarify how many optional years of maintenance the County desires to be priced in the proposal

A133) The RFP is requesting pricing for two (2) year maintenance period after the initial one (1) year warranty expiration, plus additional five (5) one year periods.

Q134) Reference page I-2, Section 3.0, Paragraph 2), the scrambled channel 41 is restricted to viewing by only government employees using specialized converter boxes. What functions do these boxes provide (e.g., conditional access)? Are the converter boxes and the system to provide this service owned by the county and available to this project?

A134) The converter boxes provide conversion capability of the scrambled signals on the home subscriber network and tuning of all channels sent from Cox' headend. These boxes are County property. Offeror will design based on a best solution.

Q135) Reference page 22, Section 5.7.2, Paragraph 13) Please describe the interactive digital video workstations, such as video application software, and hardware used.

A135) *The County is requesting the Offeror to provide a transport solution for interactive digital video. Video conferencing is IP based transmission. Additional information will be given to the Contractor.*

Q136) What is the difference between Certification Testing and Acceptance Testing?

A136) *Certification testing is based on a site-by-site bases of the equipment. The acceptance process will be the County's acceptance of the system as a whole.*

Q137) Will Acceptance Testing (120 days Continuous Operation for Hub Sites and 30 days continuous for Node Sites) Commence after the entire network is deployed?

A137) *This testing will commence on a per site basis.*

Q138) In section 9.2 Certification Testing for Live Test what is considered long enough to determine the equipment's integrity.

A138) *The length of time is 30 days.*

APPENDIX F (Revised)

PRICING FORM

**Fairfax County
Pricing Form**

Proposal of: _____

Contract Number: _____

By signing this Proposal, the Offeror understands and agrees to the attached Terms, Conditions and Specifications, including Appendix A, General Conditions and Instructions to Bidders.

STATE YOUR FIRM'S FULL LEGAL NAME:

(This information is for preparation of contract forms if award is made to your firm.)

SIGNATURE: _____

NAME: _____
(Please type name of contact person for contracts.)

INCORPORATED IN THE STATE OF: _____

Payment should be made to:

NAME: _____
(If different from above)

ADDRESS: _____

CITY, STATE, ZIP: _____

FEDERAL IDENTIFICATION
OR SOCIAL SECURITY NO: _____
(Necessary before payment can be made.)

(Duplicate as Necessary)

**Fairfax County
Pricing Form**

Proposal of: _____ **Contract Number:** _____

MISCELLANEOUS BID REQUIREMENTS

Discount for payment within twenty (20) days? _____%

Amount of additional discount if requirement for a performance
Bond is waived. _____%

Offeror's maximum increase in price/year (effective upon
renewal only). (See Section 3.6) _____%

Offerors Point of Contact:

Name: _____ Phone: _____

Return form with your proposal. Yes____ No____

Have you submitted a complete proposal? Yes____ No____

(Duplicate as Necessary)

**Fairfax County
Pricing Form**

Proposal of: _____ **Contract Number:** _____

Address: _____

City, State, Zip: _____

Contact Person: _____

Phone Number: _____

Fax Number: _____

This proposal is for the provision of services to develop a detailed design for the Fairfax County I-Net, as described in Section 6.3. The cost proposal for the implementation and equipment shall be based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5).

RFP03-655236-16 COST PROPOSAL

A. DESIGN OBJECTIVES (Section 6.3)

Provide the cost information based on specifications outlined in Section 6.3 and Section 6.5.1 in the attached "Design Objectives" form.

B. IMPLEMENTATION OBJECTIVES (Section 6.4)

Provide the cost information based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5) and specifications outlined in Section 6.4 and Section 6.5.2 in the attached "Implementation Objectives" form.

C. EQUIPMENT (Section 6.8)

Provide cost information based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5). Attach an executive summary to include, but not limited to, major components with core transport technologies for the delivery of cable TV services, data, voice and video.

Complete this information for all components that you reference in your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5) and meeting the specifications described throughout Section 6 and Section 11 (i.e., hubs, servers, switches, routers, receivers, transceivers, modulators, demodulators, etc.).

D. TEST NETWORK LAB (Optional-Section 6.10)

Provide the cost information, based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), for all equipment and services required to install, set-up and support the Test Network Lab.

E. TRAINING (Section 13)

Provide the cost information, based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), for all time, material and services required to train County staff.

F. SUPPORT AND MAINTENANCE (Section 10)

Provide the cost information, based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), as required per Section 10.

G. TRAVEL (Section 2.8.3-C)

Provide the cost information requested in Section 2.8.3-C, based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), for all necessary travel expenses to support the system.

H. OTHER EXPENSES (Section 2.8.3-D)

Provide the cost information, based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), for any other expenses.

Fairfax County Pricing Form

Proposal of: _____ **Contract Number:** _____

Design Objectives Costs

In accordance with Section 6.3 and Section 6.5.1 of the RFP, Design Objectives, provide the costs for the design phases.

a. Concept and Exploration Phase (Section 6.3.1)

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS			\$ _____

b. Pre-Design Phase (Section 6.3.2)

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS			\$ _____

(Duplicate as Necessary)

c. Engineering and Development Phase (Section 6.3.3)

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS	_____		\$ _____

TOTAL COST OF DESIGN OBJECTIVES: \$ _____

(Duplicate as Necessary)

**Fairfax County
Pricing Form**

Proposal of: _____

Contract Number: _____

Implementation Objectives Costs

In accordance with Section 6.4 and Section 6.5.2 of the RFP, Implementation Objectives, and based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), please provide the costs for the implementation phases.

a. Pre-Implementation Phase (Section 6.4.1)

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS		_____	\$ _____

b. Implementation Phase (Section 6.4.2)

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS		_____	\$ _____

TOTAL COST OF IMPLEMENTATION OBJECTIVES: \$ _____

(Duplicate as Necessary)

**FAIRFAX COUNTY
PRICING FORMS
DIRECT PURCHASE OPTION (Section 2.8.3-E.1)**

1. HARDWARE/EQUIPMENT AND REQUIREMENTS (Section 6.8)

Device Type	Manufacturer	Model	Quantity	Cost		Sub Totals	Extended Warranty Cost (24 Months)	
				Per Unit	% Disc.		Per Unit	Sub Totals
					TOTAL		TOTAL	

TOTAL COST OF HARDWARE AND EXTENDED WARRANTY: \$_____

FAIRFAX COUNTY PRICING FORMS

LEASE OPTION (Section 2.8.3-E.2)

****5 Year Term/Lease to Own/5 Year Warranty Included/One Dollar Buy Out/Zero Dollar Deductible****

1. HARDWARE/EQUIPMENT AND REQUIREMENTS (Section 6.8)

Device Type	Manufacturer	Model	Quantity	Annual Cost Per Unit	Sub Totals	5 Year Sub Total To Include Buy Out Cost
				TOTALS		

TOTAL COST OF LEASE AND EXTENDED WARRANTY: \$_____

**FAIRFAX COUNTY
PRICING FORMS
TEST NETWORK LAB (Optional Section 6.10)**

1. HARDWARE/EQUIPMENT AND REQUIREMENTS (Section 6.10)

Device Type	Manufacturer	Model	Quantity	Cost		Sub Totals	Extended Warranty Cost (24 Months)	
				Per Unit	% Disc.		Per Unit	Sub Totals
					TOTAL		TOTAL	

TOTAL COST OF TEST NETWORK LAB : \$_____

Fairfax County Pricing Form

Proposal of: _____ **Contract Number:** _____

Test Network Lab Personnel Costs

In accordance with Section 6.10.3 of the RFP, Test Network Lab, and based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), provide the costs for the implementation, set up and support of the Test Network Lab.

Personnel Title	Duration (Hours)	Hourly Rate	Extended Cost
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
TOTALS	_____		\$ _____

TOTAL INSTALLATION, SUPPORT AND SET UP COST FOR TEST NETWORK LAB:

\$ _____

(Duplicate as Necessary)

**Fairfax County
Pricing Form**

Proposal of: _____ **Contract Number:** _____

TRAINING

In accordance with Section 13 of the RFP, Training and Enhancements, and based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), please Itemize training costs not included in the basic cost of the equipment purchased. Training cost is based on 20 persons per class.

Specify Classes Offered:	Quantity (Hours of Instruction)	Cost/ Class
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____

(Duplicate as Necessary)

**Fairfax County
Pricing Form**

Proposal of: _____ **Contract Number:** _____

SUPPORT AND MAINTENANCE

As per Section 10 of the RFP, and based on your proposed Design Schematic (Section 2.8.2, Section 2.8.3 and Addendum 5), list the cost for non-warranty services, as well as any additional costs for emergency service requests.

Personnel Title	Minimum Hours (If Applicable)	Hourly Rate
Senior Technician (Week Days 9AM-5PM)	_____	\$ _____
Senior Technician (After Hours)	_____	\$ _____
Junior Technician (Week Days 9AM-5PM)	_____	\$ _____
Junior Technician (After Hours)	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____

(Duplicate as Necessary)

PRICING FORMS
TRAVEL (Section 2.8.3-C)

1. Travel/Per Diem

Name and/or Position Title	Hourly Rate	Travel			Cost Breakdown				Total Cost	Remarks
		Departure	Destination	Transport Type	Transport Cost	Room Cost	Meals Cost	Other		
								TOTAL		

**Fairfax County
Pricing Form**

Proposal of: _____ **Contract Number:** _____

OTHER EXPENSES

In accordance with Section 2.8.3-D of the RFP, list costs for communications lines, miscellaneous equipment, and any supplies needed for installation, warrantee or maintenance support.

Specify the Item:	Quantity	Unit Price	Extended Total
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____

(Duplicate as Necessary)

